

TEN RULES OF REALTOR SAFETY

- ❶ Never meet a strange or unqualified prospective buyer alone at any property. Always ask a prospective buyer to come to your office first -- and consider it a danger signal if he or she refuses.
- ❷ Remember that both your dress and your behavior should always reflect professionalism and self-assurance. This alone can avert a great many potentially dangerous situations.
- ❸ Most assaults are robbery-motivated. You can help avoid them by not wearing expensive jewelry or carrying large cash amounts during house showings.
- ❹ While driving to and from appointments, take the safest and best-lighted route -- night or day -- and keep your car windows and doors locked. Never hitchhike, and never pick up hitchhikers, either male or female.
- ❺ If you have any suspicions or uneasiness about a buyer, do not go to the showing alone, no matter what time of day. Instead, ask another salesperson to accompany you.
- ❻ Before leaving for a showing, inform your office where you'll be, who you'll be with, and when you'll next be in touch. And make sure the person you're meeting knows you've given your office this information.
- ❼ Your office should also keep a file on each agent's automobile -- make, year, model, color, and license plate number.
- ❽ Be aware of the neighborhood in which you're showing a listing. If that neighborhood poses any possible threat to your personal safety, have another salesperson go with you to the showing.
- ❾ When showing a property, let the client proceed ahead of you. This will cut down the possibility that you can be pushed into a room and the door closed behind you.
- ❿ If at all possible, have someone else sit with you at an open house. If you must do it alone, keep the door locked. Stay near an exit while the prospect goes through the house alone. Keep valuables -- guns, jewelry, money, etc. -- put away. Check in with your office or a family member every hour. And have the owners ask their neighbors to alert the police if they see any suspicious activity.

